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Gettysburg



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85TH YEAR.

GETTYSBURG, PA., WEDNESDAY, MAY 20, 1903.

NO. 38.

THE L. M. ALLEMAN HARDWARE COMPANY

IMPORTANT STORE NEWS. SPECIAL BARGAINS AT SPECIAL PRICES.

A Whole Lot of Special Attractions and Big Bargains Here.

EVERYTHING USEFUL FROM A CLOTHESPIN TO A WAGON. IF YOU KNOW WHAT YOU WANT COME HERE AND GET IT. IF YOU DON'T KNOW WHAT YOU WANT COME HERE ANYWAY, AND YOU CAN GET IT.

BASEBALL Supplies--Bats, Balls, Cloves, Etc. EVERYTHING FOR OUTDOOR SPORTS.

FISHING TACKLE--A Complete Line.

SPECIAL OFFERINGS IN QUEENSWARE

What we have to say here is of importance to every housekeeper, and of equal importance to hotel men. It is doubly important because of the high character and variety of the offerings. All of these goods are strictly up-to-date in design as well as in decoration. Plenty of duplicates in some lines, none in others. Selections should be made promptly. Detailed descriptions are impossible, but we mention some of the principal lines in order to give an idea of the extent and character of the offerings.

TOILET SETS. A lot of ten and twelve-piece sets in a variety of desirable patterns.

DINNER SETS. A big lot. All good and desirable patterns. Among them are some beautiful specimens of the celebrated Haviland China.

WHITE WARE. A full assortment. Cups and saucers, Bowls, Individual Fruits, Meats, etc. Hotel Ware, Toilet Ware. In spite of the advance which has taken effect all along this line since the beginning of the year we offer you these goods at remarkably low prices.

JARDINERES. New and handsome styles in graceful shapes and pretty colorings. A special offering just when the plants are being taken out of doors.

UMBRELLA JARS. Highly glazed effects, in beautiful colors, really ornamental as well as useful.

COOKING UTENSILS. A full line of Agate and Tia Ware. All sizes and shapes of Kettles, Pans, Buckets and Pails. Prices low and quality of the best.

GARDEN AND FLOWER SEEDS. New Seeds, regular five and ten-cent packages at the wonderful low price of two packages for five cents. Also Corn, Peas and Beans, in bulk. Choice Early Rose and Early Ohio Seed Potatoes. Come here for your Seeds.

GROCERIES. Our Grocery Department is well stocked with the finest goods. Fresh Green Vegetables and Fruits received twice a week. Prices are low and quality as good as can be found anywhere.

WASHING MACHINES AND WRINGERS. We have a big lot of Washing Machines. One of the greatest labor-saving inventions on the market today. You can give any one of these machines a trial before you buy it. The "Boss" Washer is the best and most improved Washer sold at the present time. Come and take a look at them. Prices right. Also Wringers from \$1.25 up.

TUBS. All sizes of Galvanized Tubs with Wringer attachments. Also Cedar Tubs. CLOTHES HAMPER in fancy colors and plain. Also Waste Paper Baskets in fancy shapes and colors.

RURAL MAIL BOXES. These boxes fill all the requirements of the latest ruling of the Post Office Department. We have them at \$1.00 and \$1.25 each.

HARNESS OF ALL KINDS

Headquarters for Farm Harness. We are prepared now to furnish you with Breechbands, and Front Harness at prices that will surprise you. Also just received fifty sets of Buggy Harness that we are selling at \$11.98--harness that we sold last year at \$15.00, and 50 sets to sell at \$9.98. These are rare bargains, and when this lot of Harness is all we will not be able to duplicate them at that price. Come early and secure one of these bargains. While these are special lots, you will find it to your advantage to buy harness here at all times as we excel in this particular department.

BUGGIES, WAGONS AND FARMING IMPLEMENTS

Two carloads of rubber tired Buggies, one carload of Surreys, and one carload of Columbia Farm Wagons just received. This is the largest variety of Buggies and Wagons ever shown in Adams county, at prices to suit the times. Plows, Harrows, etc., in stock. Can supply your wants in this line at very moderate cost.

VALENTINE'S READY MIXED HOUSE PAINTS.

These Paints are made of the very best material, carefully and uniformly ground. Each gallon contains a full gallon of the United States standard. It will cost you the same for labor whether you use a good and high-priced paint or a poor and cheap paint. If you use a cheap paint your house will disclose the fact in a very few months and will soon require repainting. If you use the best paint you can buy you will secure durability and perfect satisfaction. As labor is the most important item in painting the paint that will wear the longest is the paint for you to buy, and the one which will prove cheapest in the end.

The name Valentine & Company, which is associated with the manufacture of high-grade Farnishes, Colors and Paints, is sufficient guarantee that our Ready Mixed Paints fulfill every claim that we make for them.

WAGON, PAINT and CARRIAGE GLOSS PAINT. Paint your own Buggies and Wagons and save money.

The L. M. Alleman Hardware Company, Gettysburg, Pa. Littlestown, Pa.

HUBER'S DRUG STORE

Pure Drugs Stationery Photographic SUPPLIES

J. H. Huber

THE La France Shoe

BEST \$3 SHOE MADE

Every Pair Guaranteed

SOLD BY C. B. KITZMILLER

P.S.--CALL FOR PAMPHLET.

WE NOW HAVE IN stock the newest things in Spring Woolens, and it will cost you no more for stylish, well-fitting garments of the latest novelties at our store than you will pay for ill fitting, old styled clothes at many other places.

If we can't give you entire satisfaction we don't want your money. Let us prove it.

WILL M. SELI MAN, MERCHANT TAILOR, 7 Chambersburg St. Gettysburg.

DRUGS

WHEN YOUR DOCTOR PRESCRIBES he expects that his prescription will be filled with Pure Drugs.

Naturally he expects they will be filled here.

L. M. Buehler, Successor to A. D. BUEHLER & CO., GETTYSBURG, PENNA.

ORCHARDS.

York Imperial and Ben Davis

are admittedly the apples for Adams county orchardists to plant. We have them in large supply and are prepared to quote a good business price on the finest trees we have handled in the history of our business. Write us, or come to see us. A full line of other stock.

WOODVIEW NURSERIES, BOX A, URBAN, PA.

GETTYSBURG MARBLE & GRANITE WORKS, 159 YORK STREET.

We can furnish anything desirable in the way of Marble, Granite, Headstones, Markers, Posts, etc., in Granite & Marble of the best material, finely finished and at reasonable prices. It will be to the advantage of those contemplating the erection of a memorial to departed friends, to call and examine our stock, workmanship and prices, before placing an order.

For Rent--One 7-room modern house, gas, water and lawn, with separate toilet, High Street, Gettysburg, J. 3544

L. H. MEALS, Prop.

BABy'S FUTURE

Something for Mothers to Think About.

Lives of Suffering and Sorrow Averted.

And Happiness and Prosperity Assured by Cuticura Soap, Ointment and Pills When All Else Fails.

Every child born into the world with an inherited or early developed tendency to diarrhoea, discharging from the bowels of the skin, and blood, becomes an object of the most tender solicitude, not only because of its suffering, but because of the dreadful fear that the diarrhoea is to be lifelong and mar its future happiness and prosperity. Hence it becomes the duty of mothers and kindred friends to acquaint themselves with the best, purest and most effective treatment available, viz., Cuticura Soap and Pills.

Warm baths with Cuticura Soap to cleanse the skin and scalp of crusts and scales, gentle applications of Cuticura Ointment, to allay itching, irritation and inflammation, and soothe the inflamed and mildewed of Cuticura Resolvent Pills, to cool the blood in the most effective cases, are all that can be desired for the alleviation of the suffering of skin troubles in infants and children, and the comfort of worn-out parents.

Millions of women use Cuticura Soap, advised by Cuticura Ointment, for preserving, purifying and beautifying the skin, for cleansing the scalp of crusts, scales and dandruff, and for the relief of itching, for softening, whitening and soothing rough and sore hands, for baby rashes, eruptions and chaffing, in the form of washes for nursing mothers, and, in fact, for all purposes which readily suggest themselves.

I have purposely used the cotton mill as an illustration because, though great fortunes have been built up by it, the making of cotton cloth is not, in itself, a very profitable industry. There is a larger percentage of profit on many agricultural operations, and the comparison of the two industries illustrates the old truism that a bad business well managed will pay where a good business poorly managed will not.

It is true that the number of business failures among farmers is extremely small as compared with other classes, a fact that many agricultural journals dwell upon with insistence. But why are these failures so infrequent? Simply because, with a very large property of farmers, agriculture is not a business at all, but only a means of subsistence, which is a very different thing. A man who has no business cannot fail in it. But though farmers may not often be driven into bankruptcy, they sustain losses from neglect of business methods which they little suspect.

An illustration of this, which I think is worth giving, recently came to my notice. An acquaintance of mine had one hundred and two cows on his dairy farm. The farm was not paying, and he asked me if I could find where the trouble lay and point out a remedy. After a careful examination of his farm and equipment I told him I doubted if all his cows were paying him a profit.

He was surprised and said that though the cows varied in quality they were all good cows. The test, however, which consisted in milking each cow separately until her milking qualities were fully ascertained, disclosed the fact that eleven out of the one hundred and two were being kept at a loss, while several others were barely self-supporting.

The weeding out of these worthless animals made it possible to dispense with the services of one of the farm hands, and a further test, proved that the cows would give just as much milk and keep in better health on considerably less expensive ration--a thing their owner should have known long before.

The advantage to the farmer of knowing just "where he is at" in each and every department that he has in hand would seem to be so self-evident as to be beyond the realm of discussion.

"But I don't need to keep books," said a country neighbor of mine; "I have a good thing and I'm sure of that; and then if I have, say, \$500 to the good at the end of the year, I don't need any book but my bank book to show me I've got it--and there's my profit, see?"

No, I didn't see, and I asked him at what figure he estimated the cost of his living. He had very vague ideas of this subject and was surprised when I told him that he ought to know, and that the figure should be added to his \$500. I said I supposed he at least knew what he paid out during the year for groceries, fuel and household supplies. But no, he didn't know even that. Further talk disclosed the fact that he never disbursed any cash for these luxuries, but "called" for his hens to pay the store bill, always trading eggs for groceries.

"Then you don't know how much to credit your hens with?" No, he didn't. But the critics done all he required of 'em; they paid the store bill.

My avowal that an accurate knowledge of one's business was essential to obtaining the best results of what he was capable he admitted did sound kinder rash; but he was called to his pretty high the mark without much effort, and concluded as follows: "We farmers never got a valo' of luxuries in our life, and we're willing to lose a few thousands of dollars in a lifetime for the sake of freedom from our debts--details--a sort of 'livin' up to our ideals, as our parson says." The un-

SUCCESSFUL FARMERS KEEP BOOKS

AN ACCURATE KNOWLEDGE OF ONE'S BUSINESS NECESSARY TO OBTAIN RESULTS.

The Time is Coming When Greater Attention Will be Bestowed Upon Agriculture as a Business.

[Illustrated by special permission from the Saturday Evening Post.]

A great many times in my life I have been asked the question, "Can farming, as a business, be made to pay?" The question is a very old one and I suppose will continue for some time to be asked. My answer has always been the same: "Yes, but it must be remembered that farming, as a business, is subject to the same general principles which govern any other business."

If a man were to start a cotton mill and keep no account of receipts and disbursements, take no care of his machinery and keep no lookout on the market, he would be sure to fail. The same would be true of a farmer. He would think for a moment of advancing him credit to carry on his enterprises? And yet the same necessity for exact business methods exists in agriculture as in manufacturing.

"But," says some one (and, in fact, I heard this same argument only a few days ago), "a cotton mill is a big affair and a farm a comparatively small one; and the exact methods of the one are not necessary in the conduct of the other." Unquestionably the farm is usually much smaller than the mill, but a small business is not necessarily a small business, and a business conducted without system must of necessity be small.

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questioned philosophy of this reply

excited my admiration, but I doubted its truth. I felt sure that he would not pay the price, nor anything like it, for that particular kind of freedom if he realized it in its full extent.

This man was by no means a fool; on the contrary he had much native ability. In the lines which he followed, and having attained a moderate success he placed the stamp of full approval upon himself and his manner of farming. He was doubtless honest in his judgment, but his success was not his large enough way nor of a sufficiently attractive kind to justify it.

The Other Side of the Picture. The antipathy of bookkeeping existing among farmers is deep-rooted, and is probably born of the twofold nature of agriculture that I have already indicated--namely, that it may be, according to circumstances, either a means of assistance or a business. Very many farmers are thus carrying on a hybrid sort of industry, which is neither the one thing nor the other; certainly much else. It is not a means of subsistence, but a kind of agriculture, but never approaching the dignity and symmetry of a well-developed and organized business. It is an industrial anomaly, with nothing exactly like it in the whole range of trades and callings. But omitting further criticism of what is perhaps the natural outcome of the conditions which have shaped the agriculture of a new continent, let us look at the other side of the picture and see what can be done where farming has been conducted on a strict business basis.

Some twenty or twenty-five years ago a farmer went to a manufacturer of harvesting machines and asked for credit on the purchase of a single reaper. That farmer was not a genius, but he had an idea which, properly carried out, he believed would greatly increase his productivity. It was simply to conduct his business, as nearly as its nature admitted, as any other industrial enterprise would be conducted; to reduce his labor to a regular system, having his men begin and leave off work at the sound of a whistle or bell; to care for his stock and machinery as a part of his investment, just as the cotton manufacturer cares for his engine and looms, and to keep a careful account of his business, so that by consulting his books he could always know where he stood. The result was gratifying. When I last heard of him he was using thirty self-binding reaping machines to harvest his wheat, and he was rich, even according to modern standards.

This great business was established in one of the Western States, where the soil is deep and rich. In direct contrast to it in this respect I may cite another instance here in the East. Quite recently (I do not recall the date, but I think within a dozen years) a few men formed a partnership and purchased six or eight Massachusetts farms, their idea, like that of the above-mentioned farmer, being to run them on strictly business principles. This was really a pretty daring experiment, as the land was poorer and poorer than it is ever found in the West, and the dairy industry was not so profitable. With better land it would, of course, have paid still better, but its owners are more than satisfied with the result, and as an objectionless it is of more value as it is.

What System Will Be. But perhaps of greater value to me as an illustration than any other instance I could cite is that of a man, a native of Rhode Island, who inherited from his father a very good farm, beautifully situated and of fertile soil, though rather far from market. For some reason or reasons it paid him very little and he became greatly dissatisfied. He finally decided to keep for one year a separate account of each feature of his farm in order to ascertain which was the most and which the least profitable. This brought to light some surprising facts. He found that he had been fattening steers at a loss, and that his dairy was barely self-sustaining. His sheep paid much better, but the one feature which paid far in excess of any other was his poultry. On this there was a net profit of a trifle over a dollar a head per year.

He now gradually disposed of his cattle, keeping more sheep, and increasing his poultry (which he kept on the "cotton plan") till he had over seven thousand and hens. Figured on the above basis, which is a safe one, the income from these alone is a mean figure, but nothing of what he realized from his sheep and other sources. I have personally examined (and admire) his farm a great many times and know that it is an exceedingly profitable one. And yet this is the same farm which formerly yielded only a meagre and unsatisfactory income.

I might cite other examples, but the above are probably sufficient. They cover very diverse conditions of soil and climate, and, I think, contain in pretty full measure the answer to our question.

The question may very naturally follow, "If agriculture can be made to pay so well as a business why have not more men gone into it as such?" The answer is simple. Young farmers have rarely been trained in exact business methods, and habit holds them to the manner of their life; while young men in the cities lack that intimate knowledge of agriculture without which all the method and system in the world would never make the farm pay. The number has thus been restricted of those who would naturally grasp the possibilities of agriculture, and to whom it would appear as a thing in which brains and capital could be profitably invested.

Nevertheless, I believe that in the future--possibly much sooner than any of us expect--that of a man, a native of Rhode Island, who inherited from his father a very good farm, beautifully situated and of fertile soil, though rather far from market. For some reason or reasons it paid him very little and he became greatly dissatisfied. He finally decided to keep for one year a separate account of each feature of his farm in order to ascertain which was the most and which the least profitable. This brought to light some surprising facts. He found that he had been fattening steers at a loss, and that his dairy was barely self-sustaining. His sheep paid much better, but the one feature which paid far in excess of any other was his poultry. On this there was a net profit of a trifle over a dollar a head per year.

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I might cite other examples, but the above are probably sufficient. They cover very diverse conditions of soil and climate, and, I think, contain in pretty full measure the answer to our question.

The question may very naturally follow, "If agriculture can be made to pay so well as a business why have not more men gone into it as such?" The answer is simple. Young farmers have rarely been trained in exact business methods, and habit holds them to the manner of their life; while young men in the cities lack that intimate knowledge of agriculture without which all the method and system in the world would never make the farm pay. The number has thus been restricted of those who would naturally grasp the possibilities of agriculture, and to whom it would appear as a thing in which brains and capital could be profitably invested.

Nevertheless, I believe that in the future--possibly much sooner than any of us expect--that of a man, a native of Rhode Island, who inherited from his father a very good farm, beautifully situated and of fertile soil, though rather far from market. For some reason or reasons it paid him very little and he became greatly dissatisfied. He finally decided to keep for one year a separate account of each feature of his farm in order to ascertain which was the most and which the least profitable. This brought to light some surprising facts. He found that he had been fattening steers at a loss, and that his dairy was barely self-sustaining. His sheep paid much better, but the one feature which paid far in excess of any other was his poultry. On this there was a net profit of a trifle over a dollar a head per year.

He now gradually disposed of his cattle, keeping more sheep, and increasing his poultry (which he kept on the "cotton plan") till he had over seven thousand and hens. Figured on the above basis, which is a safe one, the income from these alone is a mean figure, but nothing of what he realized from his sheep and other sources. I have personally examined (and admire) his farm a great many times and know that it is an exceedingly profitable one. And yet this is the same farm which formerly yielded only a meagre and unsatisfactory income.

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